

Where It's @ Loudoun

News from the Frontier of Innovation

Loudoun County Department of Economic Development

SBA Launches New Loan Program in Loudoun

Two Loudoun businesses were selected as the first area recipients of a new national Small Business Administration (SBA) program which was launched October 10. Lawrence Parker, President of Empower Security in Ashburn, and Brigitta Toruno, President of Uno Communications in Sterling, were presented with the first two checks from the **Small Office/Home Office (SOHO) loan initiative** of the SBA. The new initiative is a co-sponsorship between the SBA Washington Area District Office, Innovative Bank of California, the Service Corps of Retired Executives (SCORE), and the Small Business Development Centers (SBDC). SOHO exists as a division of SBA's CommunityExpress program, an SBA pilot program which helps small businesses in selected geographic areas start or grow.

Under the new SOHO program, home-based and very small office businesses in the Washington area district are eligible to obtain \$5,000 loans, as well as receive free technical assistance from SCORE and SBDC business counselors. The goal of the initiative is to prevent small business owners from having to use personal assets or obtain a consumer loan for their business startup expenses. The loans are also advantageous for their cash-free financing, free applications, and longer terms than traditional bank financing. Loudoun County was selected as the kick-off location for the SBA district, which also includes Prince George's County, Fairfax County, Arlington County, Montgomery County, and the District of Columbia.

The October kick-off included remarks by DED's Cindy Richmond and SBA district director Joseph Loddio, as well as an introduction of Loudoun's SBA staff.

Congress created the U.S. Small Business Administration (SBA) in 1953 to help America's entrepreneurs form successful small enterprises. By backing the loans provided to businesses by its lending partners, the SBA helps tens of thousands of small businesses every year get financing they would not otherwise obtain.

Loudoun Science & Technology Cabinet Discusses Institute

The **Loudoun County Science and Technology Cabinet** held their latest quarterly meeting at the River Creek Clubhouse in Leesburg October 25. Attended by more than forty members of the region's scientific and business communities, the meeting included three presentations selected by cabinet chairman Terry Sharrer, who is the Curator of Health Sciences at the National Museum of American History at the Smithsonian Institution. Peter Hotez, Professor and

Chair of the Department of Microbiology and Tropical Medicine at George Washington University, gave a presentation entitled "Blueprint for an Institute of Hygiene and Public Health Microbiology." Hotez stated his desire to build such a center adjacent to the GWU Virginia Campus which would address the "crisis in public health infrastructure" and problems with current public health education in light of the increase in diseases like malaria and West Nile virus.

Department's Prospect Activity—October:

- ? Responded to 102 requests for general information
- ? Sent out 81 marketing packages
- ? Delivered 3 proposals and presentations
- ? Conducted 1 tour
- ? Distributed 38 Growth Summaries and 8,000 Farm Tour Brochures
- ? Worked with 8 new and 29 on-going prospects

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Announcements and Expansions

New & Existing Business



Middleburg Bank representatives and Leesburg officials commemorate the opening of the new bank branch at the Leesburg Corner Premium Outlets.



HHMI's research encompasses cell biology & regulation, computational biology, genetics, immunology, neuroscience, and structural biology.

- ? **Middleburg Bank** (www.middleburgbank.com) has recently expanded into two new facilities in Leesburg. The company opened a new 18,000 square foot operations center at 106 Catocin Circle, SE in June. The center employs 40 staff members working in the computer, loan administration, operations and human resources departments. The customer service center and mortgage lending department are also in the building. Middleburg Bank also recently opened a new banking branch at 211 Fort Evans Road in the parking lot of the Leesburg Corner Premium Outlets. The bank, with branches throughout Loudoun, has been in operation for over 75 years, and has added 35 employees to its staff of 95 during the last year.
- ? **Howard Hughes Medical Institute** (www.hhmi.org) is moving forward with plans for an expanded collaborative biomedical research campus

at Janelia Technology Park in Ashburn. Originally expected to construct 500,000 square feet and employ 250, HHMI's October application to the Loudoun Industrial Development Authority for Resolution of Inducement shows that the institute now plans to construct as much as 720,000 square feet and employ approximately 400, including 24 HHMI investigators and a rotation of 20-25 visiting scientists. HHMI expects the facility will generate as much as \$37 million a year in local purchasing and procurement. As part of their development process, HHMI asked the Industrial Development Authority for \$550 million in tax exempt bonds at a public hearing October 24. Senior-level HHMI representatives will also give a complete presentation, including the latest architectural renderings, to the Board of Supervisors at 11:30 am on November 18.

Service Business News

Blue Ridge Grill



Blue Ridge Grill will be opening at the intersection of the Route 15 Bypass and Fort Evans Road in Leesburg November 18. The new restaurant is the creation of Michael Norton and John Carroccio, two longtime friends who met while working at the Rockville branch of Houston's restaurant. Following years of work in restaurant service and, later, management, the two met up again in Argentina, where Norton managed a 320-seat restaurant for three years. After two months of discussion, the duo decided to team up on their own restaurant venture, and have spent the last six months deciding on and developing their location in Leesburg. They are currently in the process of hiring approximately 70 servers, bartenders, and kitchen employees.

Blue Ridge Grill's initial menu will include all-original recipes featuring steaks, chicken, ribs, salads, and a pasta dish. The restaurant's 5,000 square foot interior, previously the site of a chain restaurant, is being completely renovated to reflect the warm, comfortable-yet-casual feeling one might expect in a 'home in the Blue Ridge,' with subdued earth tones and photos of kayaking, rock climbing, and fly fishing (which has special significance to Carroccio and will be worked into the restaurant's logo).

Noteworthy

The Loudoun County Workforce Resource Center at 102 Heritage Way in Leesburg received certification as an affiliated SkillSource Center in September. SkillSource Centers are a one-stop resource organized by the Northern Virginia Workforce Investment Board, working with businesses to identify placement and training needs, and assisting residents that are either looking to make a career change, are recently graduated, or are unemployed. Training and assistance in finding job opportunities within the region are available. For more information please contact: 703/777-0150.



Members of the departments of economic development, planning, and finance met with representatives from **NAIOP**, the National Association of Industrial & Office Properties October 18. The meeting was an effort to understand and discuss issues that NAIOP members have raised with the proposed Zoning Ordinance revisions associated with the Revised Comprehensive Plan. Special attention was paid to differing interpretations of the Rivers and Streams Overlay District (RSCOD). Additional discussions are planned.



The **EDC Education and Workforce Committee** was a sponsor of the Second Annual Community Forum at the Fairview Park Marriott in Falls Church. The October meeting focused on the relationship between economic growth and workforce development in Northern Virginia, and included approximately 300 participating workforce professionals, including senior executives and government leaders. The event was organized by the Northern Virginia Workforce Investment Board.



Terry Sharrer, chairman of the Loudoun Science and Technology Cabinet, was asked to present at the **Virginia Biotechnology Summit** & Governors Conference on Technology Transfer & University Research. DED's Larry Rosenstrauch, Robyn Bailey, and Lou Nichols were among 600 attendees at the event, which was held October 14-16 at the McLean Hilton.



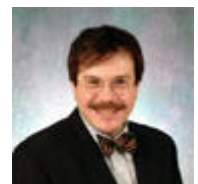
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If established, Hotez would like the institute to be a partnership between George Washington University's Medical Center, the school's Virginia Campus, the Science and Technology Cabinet, the Loudoun Department of Economic Development, and Howard Hughes Medical Institute. Researchers would apply for grants to work on vaccines for biodefense agents like anthrax and smallpox, emerging infections like West Nile virus, and tropical diseases like hookworm.

Following the presentation by Hotez, Tim Lee of Merrill Lynch led a discussion on foundational wealth management and the issues related to philanthropy in the areas of health care and medical research. Following discussion by the group, a Science & Technology Cabinet subcommittee was established to study the financial issues that would be involved in establishing the hygiene and public health microbiology institute proposed by Hotez.

Dennis Fisher, president and CEO of the Carilion Biomedical Institute, finished the cabinet session with a related presentation on his institute's efforts to turn university biomedical research projects into companies.

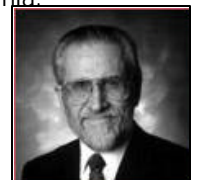
Peter Hotez, MD,
Ph.D.



Hotez lists health as a global security issue and the development of vaccines to combat terrorism as two of his research interests.

Dr. Fisher works to sponsor biomedical research while creating economic benefits in Southwest and central Virginia.

Dennis G.
Fisher, Ph.D.



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Department News

Business Ambassador **Pam Treadwell** was a recent guest of the Virginia Economic Development Partnership. Treadwell joined the VEDP at the CIT headquarters for a luncheon with a business delegation from Saudi Arabia.

Christina Winn and Warren Howell served as guides for Loudoun employees participating in the county government's **Tour of Western Loudoun** October 17.

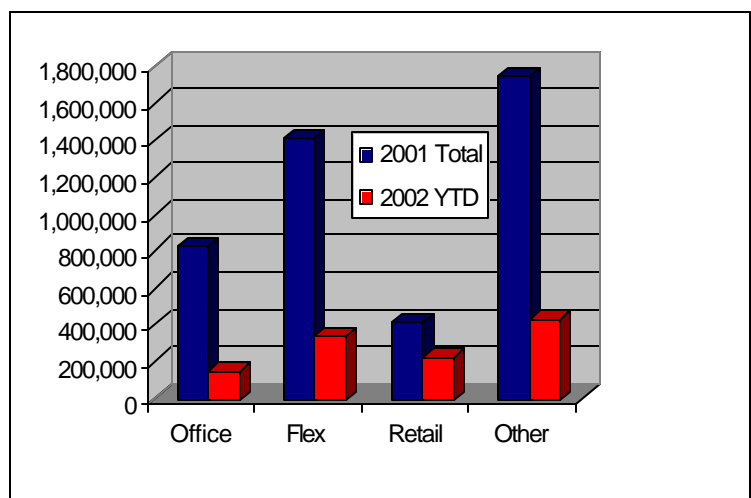
Robyn Bailey and Susan VanEpps toured the 125-employee Iridium facility at Lansdowne October 8. The **Iridium Satellite System** is a provider of global, mobile satellite voice and data solutions with complete coverage of the earth. Through a constellation of 66 low-earth orbiting (LEO) satellites operated by Boeing, Iridium delivers essential communications services to and from remote areas. Iridium currently provides services to the United States Department of Defense and launched commercial service in March 2001.

Warren Howell recently attended the **3rd National Small Farm Conference** in Albuquerque, New Mexico. The conference theme was "Partnering for Success of Small Family Farms and Ranches," and the event included workshops on expanding existing resources to help small farms and ranches remain economically viable.

Construction Activity

In September 2002, Loudoun County permitted 36,596 square feet (SF) of nonresidential construction. The combined value of new buildings (\$3,288,801) and alterations (\$2,020,144) is over \$5.3 million.

- ? Office — 0 SF in September and 39,684 SF in August
- ? Flex/Industrial — 0 SF in September and 77,488 SF in August
- ? Retail — 10,000 SF in September and 50,036 SF in August
- ? Other — 26,596 SF in September and 18,989 SF in August
- ? Taxable — 23,360 SF in September and 184,613 SF in August
- ? Route 28 — 0 SF in September and 28,436 SF in August



Nonresidential Construction — Square Feet Permitted
2001 Total and January-September 2002